VIESSMANN EXPANDS ACTIVITIES IN TURKEY
New plant in Manisa inaugurated

60TH BIRTHDAY CELEBRATION
Honorary professorship for Dr. Martin Viessmann

VITOSORP 200-F
Utilizing condensing efficiency and ambient heat
Honorary professorship awarded to Dr. Viessmann

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2013 – A Year Marked by the Sustainable Energy Era

What progress has been made?

In 2013, politicians and all other players with an interest in the sustainable energy era had full agendas. The first milestone in European energy policy, scheduled for 2020, is drawing closer and the need for action is becoming more and more urgent every day.

But what progress has been made?

The World Climate Conference in Warsaw achieved very little, and global CO2 emissions have risen by two percent. This also applies for Germany (plus 20 million t), which had formerly recorded steadily decreasing values since 1990.

Sustainable energy era still equated with turnaround in electricity generation

Nevertheless, the term “Energiewende”, which is used to refer to the sustainable energy era in Germany, has entered the international vocabulary. Unfortunately, however, the term is usually used by the general public as a synonym for a turnaround in electricity generation policy.

It is no secret though, that the heating market, as the main energy consumer, offers the greatest energy-saving potential, particularly as its current systems are completely obsolete. Moreover, the leading international trade fair ISH impressively demonstrated in Frankfurt, Germany in March, that our industry could be instrumental in making the politically driven sustainable energy era successful – not only with its powerful innovative force, but also with technologies that have been launched as well as tried and tested over a period of time. What is essential, however, is that the current modernization backlog is dealt with as quickly as possible.

But this requires a suitable political framework. And here progress has also been negligible.

Lack of policy framework

Although the EU has issued an Energy Efficiency Directive, it is not yet clear how it should be implemented on a national level in the member states. In addition, in compliance with the ErP Directive (Energy-Related Products Directive), the EU has adopted an efficiency-labeling policy for heat generators, without having defined the technical principles behind it.

In Germany, there has been very little progress with regard to energy policy this year due to the federal election campaign. Indeed, all expectations were pinned on the coalition agreement between the election winners, the CDU and SPD parties. Following the publication of this agreement, however, disillusionment spread across our sector. Although it specifically addresses issues related to the heating market, tax breaks to promote building refurbishment with the goal of improving energy efficiency – the most important measure – were blue-penciled at the last minute.

This is difficult to understand. Because it did not involve subsidies, but providing incentives for private investors to invest their capital into measures protecting the environment.

Nevertheless, the current grand coalition has basically committed itself to the necessity of energy-efficient building refurbishment and to the voluntary use of renewable energy in existing buildings. This has to be seen as positive; experience with the directive of the state of Baden-Württemberg concerning renewable heat (EWärmeG) has shown that making renewable energy mandatory can be counterproductive.

Private-sector commitment to the “House turnaround”

We have to assume that the political framework will remain largely unchanged in 2014. This makes activities such as the “House Turnaround” marketing campaign all the more important. This campaign, which addresses the entire society, was launched by the German Alliance for Energy Efficiency of Buildings (geea) under the leadership of the German Energy Agency (dena) in January with the aim of promoting energy-efficient
“Alongside the heating market, the refrigeration sector also offers immense potential for saving energy and cutting CO2 emissions.”

Viessmann prepared to meet the challenges of the future
At Viessmann, we also worked intensively in 2013 to prepare ourselves for these challenges.

On the one hand, we have added innovative features to our product range for sustainable heat and power generation by developing heat pump systems with ice-storage cylinders, hybrid systems integrating heat-pumps with condensing boilers or fuel-cell units as future solutions for the use of combined heat and power in single-family homes. On the other hand, we have further extended the services we offer to our trade partners – ranging from the Energy Savings Check for buildings to automatic flow balancing. Comprehensive range of products also in refrigeration technology
After the reintegration of Viessmann Kältetechnik GmbH into our group, we took over the Finnish company Norpe, one of the leading European providers of refrigeration solutions for the food retail industry – another important step towards developing a comprehensive range of energy-efficient products also in refrigeration technology, as we have already done for heating technology. This is of vital importance as heating and refrigeration are gradually merging. Indeed, alongside the heating market, the refrigeration sector also offers immense potential for saving energy and cutting CO2 emissions – seven million t per year in Germany alone.

Viessmann wins German Sustainability Award for third time
As a family business, we have traditionally been committed to sustainability. We have expanded our activities within the company and constructed a new production plant in Manisa (Turkey) as well as a sales office in Dresden, both of which meet the highest standards of energy efficiency and sustainability.

We are delighted that our sustainability projects have received recognition in the form of the German Sustainability Award, which we have won for the third time – this time for the highest resource efficiency. I would hereby like to express my heartfelt thanks to the initiators.

Thank you and my warmest wishes
At this point, I would like to personally thank you for the messages and gifts I received on my 60th birthday or for making donations to a charity at my request.

Prof. Dr. Martin Viessmann
Viessmann discussion forums supply firsthand information

This year the series of Viessmann Academy discussion forums was continued with three events in Allendorf (Eder). The 4th Viessmann heat pump forum, the planning forum on multivalent plants, and the energy forum were very well received – the latter being the 14th in the series. Renowned climate and energy experts lectured to Viessmann trade partners on the current status of climate and energy policies and demonstrated possible solutions for coping with the sustainable energy era.

Meeting of trade association leaders in Allendorf

For the first time, there was a joint meeting of leaders of the Chimney Sweep Federation in Hesse and of the HVAC Services Trade Organization in Hesse. It took place at the Viessmann Academy in Allendorf (Eder). On the basis of the joint conviction that the sustainable energy era begins with the heating system, the discussion centered on ways to accelerate modernization processes in existing buildings. The decision was taken to represent their joint positions at the regional political level in order to advance energy efficiency and the use of renewable energy. The participants also agreed to produce a publication to remind homeowners that regular servicing of their heat generators by skilled tradespeople is just as essential as the legally prescribed federal-level pollution control measurement by the chimney sweep. These measures are required so that the safety and energy efficiency of the heat generator is ensured long-term.

"red dot award" for Vitocal 161-A

Once again a Viessmann product won the renowned design award from the Design Center in North Rhine-Westphalia, the "red dot award: product design". The award went to the hot water heat pump Vitocal 161-A. Patrick Schwalm from the Viessmann product management team accepted the award in the Aalto Theater in Essen. The streamlined design of the Vitocal 161-A won over the members of the jury. They considered the design of the heat pump to be high-quality, minimalist and timeless. A total of 1,800 manufacturers had applied for the "red dot award: product design 2013".
Viessmann sponsors the Children’s Village “L’Esperance” in Kigarama (Rwanda). A photovoltaic system was donated to the village to provide it with an independent power supply. It was sponsored by a joint project between “Engineers Without Borders” (EWB) and the Institute of Technology of the Technical University of Karlsruhe. The students of EWB Karlsruhe worked with the village inhabitants to install ten Viessmann Vitovolt 200 solar modules to cover the daily requirement for 6 kWh of electricity.

The remote location of the village had been a big problem with regard to the energy supply. That is why a small PV system had been installed in 2002 for administration and communication purposes. This had been shown to be inadequate, though.

“Engineers Without Borders” is a charitable project involving students and staff of the Institute of Technology of the Technical University of Karlsruhe. EWB is planning engineering projects around the world which aim to improve people’s living conditions.

Marco Ohme, head of the bioenergy villages department at Viessmann, at Viessmann, lectured on the topic of “Public participation in the planning phase of decentralized renewable energy plants.” "After the election: How will the sustainable energy era proceed in the regions?” was the topic of a podium discussion hosted by German television channel ARD’s weather expert, Sven Plöger. Manfred Greis, Viessmann Chief Representative and President of the BDH, also took part in the discussion. Other participants included Prof. Dr. Claudia Kemfert, head of the Department for Energy, Transportation and the Environment at the German Institute for Economic Research, Boris Palmer, Lord Mayor of the city of Tübingen, and Günther Cramer, Chairman of the Supervisory Board of SMA Solar Technology AG.

One of the longest and most successful partnerships in winter sport is to be continued. Viessmann will continue as main and title sponsor of the International Luge Federation (FIL) until 2018. Collaboration with the German Bob and Skeleton Federation (BSD) also was extended by four years until 2018. TV broadcasts of the Viessmann Luge World Cup regularly achieved market shares of over 20 percent in recent years. Coverage in the print media is also above average.

For the last two years, the complete German ski-jump national ladies team has been made up of members of the Viessmann Team. The young sportswomen and their trainer, Andreas Bauer, and co-trainer, Christian Bruder, visited the company’s headquarters in Allendorf (Eder) to get to know their sponsor even better.

Students of the Technical University of Karlsruhe traveled to Rwanda.

Marco Ohme giving his lecture on the topic of “Public participation in the planning phase of decentralized renewable energy plants”
Hesse is very proud to be home to such a successful entrepreneur. In a speech given for Dr. Martin Viessmann’s 60th birthday, Hesse’s Minister for Science, Eva Kühne-Hörmann praised his foresight and dedication. Numerous politicians, businessmen, and sports personalities attended the ceremony in Allendorf. The most prominent guest was the Minister for Science, who conferred a very special mark of distinction on him: in recognition of his achievements, Dr. Viessmann was awarded an honorary professorship from the state of Hesse.

"A broad impact"  
“You are a man of action, who has made your family business more successful than any other person. No other company has had such a broad impact on the state of Hesse,” said Eva Kühne-Hörmann. “The state could not have made happen what you have made happen.” The Minister invoked the numerous institutions and projects promoted by Viessmann. She pointed out how diverse his contribution has been, ranging from his responsibilities as an entrepreneur through his commitment as benefactor of schools and universities to the promotion of the arts. In addition, Eva Kühne-Hörmann emphasized his dedication to developing cooperative study programs.

A strong entrepreneurial personality  
“Martin Viessmann – the citizen, the sponsor, the patron, and the entrepreneur are all inextricably linked,” said Kühne-Hörmann. “You are fully aware of the scope of your responsibility, which ranges from day-to-day business to your extensive commitment to the economy and society.” According to Kühne-Hörmann, a successful economy needs more
Prof. Dr. Viessmann, describing him as "an outstanding role model in the implementation of the sustainable energy era" – a view that was echoed by all other speakers in their homages to the exceptional achievements of Prof. Dr. Viessmann. Greeting speeches were also made by Manfred Stather, President of the German Central Association of Plumbing, Heating, and Air Conditioning (ZVSHK), Hans-Günther Beyerstedt, President of the German Association of Chimney Sweeps (ZIV), Manfred Greis, President of the German Industrial Association for Building Services, Energy and Environmental Engineering (BDH), Dr. Walter Lohmeier, Managing Director of the Kassel-Marburg Chamber of Industry and Commerce, Alfons Hörmann, President of the German Ski Association (DSV), and Claus Junghenn, Mayor of Allendorf (Eder).

Honorary citizenship from the municipality of Allendorf (Eder)
The Mayor of the municipality of Allendorf (Eder) also brought a prestigious and very rare title to the ceremony – he awarded Prof. Dr. Viessmann with an honorary citizenship of the town that has been permanently associated with the Viessmann name for 75 years.

"Delighted to have a boss like Prof. Dr. Viessmann"
As member of the Viessmann Supervisory Board, Dr. Klaus-Peter Kegel spoke: "We are delighted to have a boss who never tires of motivating us to achieve excellence. And who is always among the first to support any activity that involves making the business even better."

Thank you for your dedication and loyalty
Prof. Dr. Martin Viessmann thanked everyone for their birthday messages. Furthermore, he expressed his gratitude for the dedication and loyalty of all employees. "As the biggest employer in the largest district of Hesse, we have a great social responsibility, which we want to continue assuming in the future," said the head of the company. "I look into the future with optimism. I am convinced that we are on the right track. As head of a family business, my birthday wish is that my children will follow in my footsteps one day and continue to run the company successfully.

A role model in the implementation of the sustainable energy era
Stephan Kohler, Chairman of the German Energy Agency (dena), praised than a skilled and educated workforce; it also needs strong entrepreneurial personalities like Prof. Dr. Viessmann.

Eva Kühne-Hörmann gives Dr. Viessmann the certificate of honorary professorship of the state of Hesse.
1 Siegfried Weishaupt congratulates Prof. Dr. Viessmann on his 60th birthday.

2, 10 Managing Director of the Chamber of Commerce and Industry, Dr. Walter Lohmeier, during his speech and as he gives Prof. Dr. Viessmann a portrait made up of individual photos of volunteer workers for the Chamber of Commerce and Industry.

3 The next generation: Maximilian ...

4 ... and Katharina Viessmann.

5 Luge legend Georg Hackl was also there to personally wish Prof. Dr. Viessmann a happy birthday.

6 The venue for the celebrations was the staff restaurant at the Allendorf plant.

7 Allendorf’s Mayor Claus Junghenn awards Prof. Dr. Viessmann with an honorary citizenship from the municipality.

8 Stephan Kohler, Chairman of the Managing Board of the German Energy Agency (dena): “Prof. Dr. Viessmann is an outstanding role model in the implementation of the sustainable energy era.”

9 Hans-Günther Beyerstedt, President of the Association of Chimney Sweeps in Germany.
The President of the German Ski Association (DSV), Alfons Hörmann, praised the entrepreneur’s commitment to winter sports.

Music from the company choir “Sounds of Viessmann”...

... and a string ensemble of the Edertalschule Frankenberg grammar school youth symphony orchestra enhanced the festive mood.
New wall-mounted gas boilers production in Turkey

Ceremonial opening of the plant in Manisa

With an investment volume of 20 million euros, Viessmann has constructed a new plant in Manisa (Izmir region, Turkey) for the production of wall-mounted gas boilers. It was opened in September in the presence of high-ranking representatives from political and business circles.

"An important mark of commitment to the Turkish market"

In his welcome speech, Dr. Klaus-Peter Kegel, Chief Technology Officer of the Viessmann Group, thanked General Consul Margit Häberle and the President of the Industrial Zone of Manisa, Cemal Türek, for their excellent, professional cooperation on the implementation of the project. For the company, the new production site represents for the company an important mark of their commitment to the Turkish market. The inauguration symbolizes, so to speak, the significance of the country for Viessmann, both as a market and as a production site, said Dr. Kegel.

20 years in Turkey

Viessmann has been doing business in Turkey for almost 20 years. The Turkish Viessmann subsidiary was founded as early as 1994, and has been very successful on the market ever since. The company now has ten sales offices throughout Turkey. Dr. Klaus-Peter Kegel thanked the Managing Director of Viessmann in Turkey, Dr. Celalettin Celik, and his team for their huge commitment, which helped prepare the way for investments in the new production plant.

Finally: domestic producer

As well as creating a country-specific range of products so as to react appropriately to the requirements of the Turkish market, Viessmann has now also enabled value creation within
the country. Therefore, Viessmann will become a domestic producer for the promising Turkish market and the products manufactured in Manisa will also be developed there.

**Sustainable building concept**
The Manisa plant, led by Managing Director Joachim Schlichtig, meets with the latest standards for sustainable construction. Ambitious targets were set as early as in the planning phase. On that basis, available technologies were used to produce a sustainable building that fulfills the highest efficiency standards and building norms. In addition, the orientation of the building was planned so that maximum use can be obtained from the sun’s energy without any unwanted heating effects.

A favorable logistic location: Viessmann’s new production site at Manisa is in the west of Turkey, near the city of Izmir. Viessmann has ten sales offices throughout Turkey.
Heating and cooling the building using only renewable energy

Five air/water heat pumps are used to heat and cool the building, and the factory uses no fossil fuels - such as gas, coal or oil - at all. The cold generated by the heat pumps reduces the temperature within the whole building in summer by up to 10 degrees Celsius compared to the outside temperature. The building envelope is thermally insulated and all windows are triple-glazed.

Only environmentally friendly and recyclable building materials producing minimal emissions are used in the building. This illustrates the huge significance of sustainability as a goal for Viessmann. All working areas, including the production area, have a generous supply of daylight. The large glass surfaces offer a high level of transparency. The roof has been prepared for the installation of photovoltaic modules and up to 60 percent of the electricity demand of the whole factory is met by photovoltaic electricity.

High quality

As in all the other Viessmann sites, the production system Vitotop will also be used in Manisa. The basic concept is to concentrate on value creation and the avoidance of waste, while carrying on with the process of continuous improvement. This means that anything that costs money without increasing the value of the products for the customer will be omitted. “This will give us the best conditions for manufacturing high-value yet attractively-priced products for the Turkish market and for other countries, too”, said Dr. Kegel.

The Vitotop production system is used in Manisa, just as at all Viessmann sites. View of one of the test beds.

The Viessmann plant in Manisa was opened in September. Managing Director Joachim Schlichtig (outer left) and his competent and committed team produce wall-mounted gas units there.
Viessmann has been active in Turkey since 1994 with its own sales company.

Among the most important products on the Turkish market are wall-mounted gas boilers, combination units and high-performance wall-mounted boilers and cascades. Additional products include medium-sized boilers, DHW cylinders, solar collectors, air/water heat pumps, and air conditioners.

**Fuel-neutral and technology-neutral advice**

This range of products enables the trade partners in Turkey to offer advice that is fuel-neutral and technology-neutral. Viessmann provides energy-efficient and environmentally compatible solutions for every application, from a single-family home to an industrial project.

**Comprehensive training and seminar courses**

The Turkish trade partners are supported not only by the company headquarters in Istanbul but also by ten sales offices across the country. A total of 112 people are employed by Viessmann in Turkey. A comprehensive range of training courses and seminars is available to our trade partners as well as advice from the local sales representatives. In addition, the Technical Service department provides a demand-oriented service.

The successful development of the Turkish market can also be applied to the Central Asian countries. The principle demand here is for air conditioning and cooling systems, along with heating technology. This includes system solutions for air conditioning in buildings as well as temperature-controlled rooms, powerful refrigeration cells and units alongside efficient refrigeration solutions for the food retail industry.
Izmir – City of contrasts
Metropolis unites tradition and modernity

A city with over 3 million inhabitants on the Turkish Aegean coast, Izmir, capital of of the province with the same name, thrives on contrasts: Tradition and modernity, Eastern and Western ways of life intermingle. Settlements were established in the area as far back as 6,500 B.C. Since that time, the city has changed hands many times during its often dramatic history characterized by bloody battles and destruction. In ancient times, Izmir became the principle city in Asia Minor, but suffered constant major setbacks due to wars, fires and earthquakes during the centuries that followed. Previously known under its ancient name Smyrna (myrrh), today Izmir is famed worldwide for its beauty as the "Pearl of the Aegean."

Major economic importance
Industry, trade, agriculture, transport, and telecommunications, of the city and province of Izmir are important driving behind the domestic economy. The main export goods are crude oil products and chemicals, metal, textiles, cars, food, tobacco, and wool. As a center of trade, Izmir is the second largest Turkish port after Istanbul. Numerous car and passenger ferries depart from here. During the Cold War, the port served as the largest NATO maritime base in Turkey. 18 kilometers from the city center, Adnan Menderes airport can now also be reached using the region’s commuter rail service.

Science, culture and sights
Regarded as Homer’s birthplace, Izmir is the cultural capital of the Turkish Aegean. Several universities are located here, including the Izmir Institute of Technology and the Izmir University of Economics. There are a number of cooperative partnerships between German and Turkish universities in the
Elegant boutiques, chic restaurants and cafés

The seafront promenade with its elegant boutiques, chic restaurants and cafés is a magical center of attraction for both tourists and native inhabitants alike. The bazaar in Kemeralti gives visitors a contrasting insight into Eastern culture. Aromas, sounds, colors and an unbelievable wide range of goods make visitors believe that they are in a scene from a Thousand and One Nights as they walk along narrow streets bedecked with cloths.

Izmir is also one of Viessmann Turkey’s locations: Set up in 2005, the Izmir sales office employs a workforce of eight, who assist and advise customers in the Izmir, Manisa, Uşak, Aydın, Denizli and Muğla areas.

The industrial town of Manisa

Almost 40 kilometers northeast of Izmir is Manisa, where the new Viessmann plant was inaugurated on September 12 (also see separate article on pages 10-12). An industrial city with 300,000 inhabitants, Manisa is the capital of its eponymous province, famous for its trade in raisins among other things. The range of goods typical of the Manisa region is impressive: oil-refined products, textiles, steel, iron, other metals, electronic equipment, and tobacco. Other items include furniture, leather goods, marble, renewable energies, food, auto parts, chemical products, cement, shoes, and ceramics.

Impressive historical sites

Although many historic buildings and monuments were destroyed by earthquakes and fires, museums in the city and historical sites in and around Izmir are well worth a visit. Attractions include Kadifekale, a strong castle high above the city dating from Alexander the Great’s times, the Culture Park, the statue of Atatürk and the clock tower on Konak Square, a symbol of Izmir.

Thanks to its beauty and exposed location, Izmir is also known as the "Pearl of the Aegean."

The remains of ancient Ephesus are among the greatest attractions for visitors in the province of Izmir (photo: Library of Celsus).
With a total of some 150 million inhabitants, Turkey and Central Asian countries such as Kazakhstan, Kyrgyzstan, Uzbekistan, Tadzhikstan and Turkmenistan represent some of the future markets for heating and air conditioning technology. Unlike Western Europe and North America, the focus in these markets is not only on modernizing existing buildings, but also on creating heating technology systems for new builds and for areas not supplied until now. The potential for saving energy resources and reducing CO2 emissions is considerable in these countries.
The Turkish economy

The Turkish economy has reached high growth rates over the last few years. In 2011, the gross domestic achieved an increase of 8.5 percent on the previous year in. Turkey has registered a foreign trade deficit for many years. Oil, primary products, and grain need to be imported. A huge gap continues to exist between the industrialized west with its modern industry on the one hand and the agriculture-based east on the other. The key economic sectors are the textile industry, tourism, the automotive industry and electronics. Foreign companies have invested around 4.6 billion euros in the country (2002), with 3.3 billion coming from Germany alone.

The Turkish heating market

Until well into the eighties, the heating market in Turkey was mainly based on fuels such as wood, coal and oil. Natural gas steadily grew in importance as from 1988, starting when major cities such as Istanbul and Ankara were connected to the gas network. Since the 2000s, country areas have been gradually incorporated, with network coverage currently standing at around 70 percent. Annual gas consumption totals around 45 billion m³ with private households accounting for about 30 percent of the total.

Wall-mounted gas boilers are mainly used to heat buildings; around one million heat generators are sold in Turkey every year. In the face of rising energy prices and greater environmental awareness, condensing technology is becoming increasingly more commonplace; the technology has currently already captured a 30-percent share of the market. Air/water heat pumps are gaining in popularity in areas where there are no natural gas connections, while in the south there is a trend towards solar heating systems.

Legislation and guidelines for greater energy efficiency

The Turkish government is seeking to achieve a marked increase in energy efficiency on the heating market with new legislation and guidelines. The new BEP guidelines on energy efficiency in buildings stipulates that new builds with a usable surface of 2,000 m² or more must feature a central heating system, for example. Moreover, houses and apartments larger than 250 m² are not permitted to use standard technology, but must use condensing technology instead. Both the construction and heating sectors are set to receive a boost thanks to a state project which has been initiated in response to the high risk of earthquakes in Turkey. 330 public buildings and almost 90,000 houses in 46 provinces are set to be demolished and rebuilt using earthquake-proof designs.
Outside the major Turkish cities existing buildings are very old. Coal is very often used to heat such places.

With 4.63 million inhabitants, Ankara is the country’s second biggest city and its capital.
The Kazakh economy
Kazakhstan is an emerging country rich in natural resources, where the economy grew by an average of 9.3 percent over recent years. Kazakhstan is considered a role model for other countries in the region. Recent projects undertaken to increase added value by processing local raw materials include rolled steel and silicon plants in Karaganda, chrome working in Aktobe and an iron alloy plant in Taraz. The extensive oil reserves define the country’s foreign trade. Crude oil and crude oil products account for 70 percent of Kazakh exports.

Central Asian markets: Kazakhstan as an example
The Kazakh government also promotes expansion and modernization of regional infrastructure and, what is more, attaches great importance to improving energy efficiency.

Independent since 1991, the republic has some 17 million inhabitants, most of whom live in privatized apartments. Many of the buildings were built in socialist times, when energy efficiency played an insignificant role. Inefficient building service systems, high energy losses and rising energy prices mean high costs for tenants. On top of this, heating is required for a long period every year – 210 calendar days on average. Temperatures can reach up to 40 degrees Celsius in summer while temperatures as cold as minus 40 are frequently experienced in winter.

Fuel prices for oil and gas may be considerably lower than in Western Europe thanks to extensive own deposits, but the Kazakhs are also aware of the finite nature of resources. Both the general population and this emerging country’s trade and industry are dependent on a reliable, affordable energy supply.

Renewable energies still little used
Most cities in Kazakhstan are heated by gas heating plants connected to local heating networks. Hot water boilers or ovens fueled by coal or liquid fuels are still used in country areas. Renewable energies currently account for 0.3 percent of energy needs; the
With its antiquated current systems, Kazakhstan, the largest inland state in the world, offers an enormous potential for modernization.

**MARKETS: TURKEY AND CENTRAL ASIA**

Designed by Norman Foster, the Baiterek Tower has become emblematic of the Kazakh capital, Astana.

The Expo 2017 world exhibition is being held in Kazakhstan under the slogan “Energy for the future: initiatives for global sustainability.” It is therefore in the Kazakh government’s interest to take action regarding energy efficiency and sustainability.

**Viessmann promotes further training for local fitters**

Viessmann and the German Institute for Heating and Oil Technology (IWO) launched a training initiative in 2010 to advance urgent modernization of the antiquated systems currently used in the country. This training initiative is intended for companies which would like to invest in sustainability in developing and emerging countries.

Its aim is to train local fitters to become “building modernization managers focusing on energy efficiency.” An international vocational training company is responsible for the training programs. The initiative is aimed at covering many of Kazakhstan’s training requirements. “We will need an estimated 15,000 well-trained engineers, technicians and tradesmen by 2020 to ensure up-to-date, energy-efficient housing industry,” states Jessenbach Islamov, Head of the Advanced Training Department at the Kazakh Center for Development and Modernization of the Housing and Municipal Economy in Astana.

The aim is to increase the proportion to 1.5 percent by 2015 and to 3 percent by 2020.

The Expo 2017 world exhibition is being held in Kazakhstan under the slogan “Energy for the future: initiatives for global sustainability.” It is therefore in
View inside one of the 125 heating centers (right) Main focus of photo: The Turkmenbashi mosque – surely the most impressive building that is now heated with Viessmann technology.
Markets: Turkey and Central Asia

Viessmann heating technology supplies Turkmen capital Aşgabat

125 heating centers with 470 MW heat output

Almost 34,000 residential units are heated with Viessmann technology in the Turkmen capital of Aşgabat. A total of 282 boilers were installed in the boiler rooms in 125 administrative and residential buildings to achieve the required output of more than 470 MW. The work was completed after nine months, including the three weeks needed to transport the boilers from Germany to Central Asia in 177 articulated trucks. Starting in Germany, the trucks traveled through Turkey and Iran before reaching Turkmenistan.

Ambitious goals of the Turkmen government
The Turkmen government has set itself the goal of meeting the European Union energy and climate policy targets by 2020 and has promoted the modernization or upgrade of its infrastructure, particularly existing buildings, since its independence in 1991. There is a special focus on the capital in this process. The project was awarded to Viessmann in 2010 after a tendering procedure.

Efficient heat generation with medium-sized and industrial boilers
Viessmann has provided support and assistance for the work, from the initial plans through to the handover of the 125 turnkey heating centers. The 282 high-efficiency heat generators are medium-sized or industrial gas-fired Vitoplex or Vitomax boilers featuring different outputs between 600 and 5,000 kW.

The installation work was completed by a local heating system contractor, Ussat Engineering, which employs a staff of over 300. Experts from Viessmann Ukraine provided support.

The generated heat is supplied to almost 80,000 people. There is a plan to network the individual heating centers to provide central control and monitoring.

System and components from a single source
The system components also come from Viessmann: combustion systems, flue and chimney systems, chemical and thermal water treatment systems, pumps, pressure maintaining systems, valves/fittings and safety equipment as well as the entire plant control system.
Complete installations with heat pump and photovoltaic modules can be quickly and easily installed with the new package solutions for single-family homes. The photo shows the split-design heat pump Vitocal 222-S.
Heat pumps and photovoltaics reduce energy costs

Vitocal with Vitovolt 200 – attractive package solutions

The cost of fossil fuel-based electricity and heating has been rising for years and there is no end in sight to these increases. The situation is exactly the opposite with solar power: Feed-in tariffs guaranteed under law are decreasing while production costs are falling. The tariffs now stand below the cost for electricity from the grid. It is therefore financially advantageous to use your own solar power yourself – the more, the better.

If a photovoltaic system is combined with a heat pump, the self-generated electricity can also be used for heating or cooling. To this effect, Viessmann offers an innovative system concept based on photovoltaics and a heat pump, which reduces energy costs considerably and sustainably by using low-priced solar power and cost-free ambient heat.

Complete package solutions for efficient use of self-generated electricity
Complete systems can be quickly and easily installed in single-family homes with the new package solutions. In addition to high-efficiency, especially quiet air/water heat pumps, packages also include everything required for the efficient use of self-generated electricity: from photovoltaic modules and a heat pump, which reduces energy costs considerably and sustainably by using low-priced solar power and cost-free ambient heat.

The Vitovolt 200 photovoltaic modules generate up to 270 Wp, are ready to use and are very easy to install thanks to their time-tested mounting system.

Advantages for trade partners
- Complete package solutions from a single source
- Photovoltaic system adjusted to heat pump’s overall annual consumption
- Simple, cost-effective installation
- Components precisely matched to one another

Advantages for owners
- Heat pump with photovoltaics, designed to use self-generated electricity, all in one package
- Integrated control function to optimize consumption of self-generated power
- Optimized use of self-generated electricity based on control strategies with forecasts of photovoltaic yield and heat demand
- High-quality photovoltaic modules with high yields and degree of efficiency
- Especially quiet, high-efficiency pumps

Technical specifications
- Heat pump outputs of 1.7 up to 9 kW, COP up to 3.8 (at A2/W35°C)
- Module outputs up to 270 Wp, degree of efficiency over 15%
The new gas adsorption heat pump Vitosorp 200-F is a combination between a gas condensing boiler and an adsorption heat pump. By integrating geothermal energy, it enables around 25 percent less energy to be consumed compared with condensing boilers. It is now being launched onto the market.

Up to 80 percent of annual heat output
The heat pump module covers the heat consumption baseload and supplies up to 80 percent of the annual heat output. The integrated condensing boiler drives the heat pump process, covers peaks in demand and heats drinking water.

Cost-effective geothermal boreholes
Geothermal probes or collectors can be connected to make use of geothermal energy. Vitosorp requires boreholes only half as deep as those for geothermal pumps and less complicated drilling procedures may be used. Drilling costs can thus be reduced by two thirds.

Easy start-up thanks to new start-up assistant
Heating systems with gas adsorption heat pumps can be realized just as easily as those with Vitodens gas condensing boilers. The start-up procedure is especially simple and convenient thanks to the start-up assistant of the Vitotronic 200 control unit (see article on page 4 of Fach news no. 33).

Low maintenance costs
The heat pump module in the Vitosorp 200-F gas adsorption heat pump is hermetically sealed and maintenance-free over its entire service life. Maintenance and servicing therefore are the same as for Vitodens gas condensing boilers. Viessmann provides a 10-year warranty against leaks due to corrosion for the Inox radial heat exchanger.

Advantages for trade partners
- Flexible installation and usage
- Installation, cleaning and maintenance as for gas condensing boilers
- Easy hydraulic integration
- Simple installation
- Instantly ready for operation thanks to start-up assistant
- Heat pump module maintenance-free
- Accessories and exhaust systems as for Vitodens gas condensing boilers

Advantages for owners
- 25 % less energy consumption
- Low-noise and reliable, as gas condensing boilers
- High-efficiency pumps
- High level of hot water comfort due to DHW booster
- Environmentally friendly work media (zeolite and water)
- Easy to use Vitotronic control unit; remote control using app
- Cost-effective drilling
- Eligible for grant in accordance with incentive programs (country-specific)
- Low maintenance costs

Technical specifications
- 1.6 to 11 kW (drinking water booster up to 15 kW)
- Rate of utilization up to 124 % (Hs) at 35/28°C (as per VDI 4650-2)
New fresh water modules
Fresh, hygienically clean hot water at all times

There is always a perfect solution for every application with the three new fresh water modules from the Vitostet range, whether they are installed in a large residential complex, single-family home, sports center or retirement home. No drinking water storage is required due to the continuous-flow water heater design. The energy for DHW generation comes from a heating water buffer cylinder, which can be heated by solar thermal systems, solid fuel boilers, oil or gas-fired boilers, heat pumps or other systems.

Vitomax 100-HS
High-pressure steam boiler can now also be delivered pre-assembled from the factory.

The Vitomax 100-HS is mainly used to generate steam on commercial premises such as breweries, dairies and laundries. Boilers must be replaced very quickly in such enterprises, so that they can restart operations as soon as possible.

For this reason, the Vitomax 100-HS can also be supplied pre-assembled from the factory upon request to ensure short installation times. Burners, safety and sludge shut-off valves, shut-off devices, level electrodes and other components are thus pre-installed ready for operation. Suitable, functions-tested water treatment modules are also available as fully wired units.

Advantages for trade partners
- Pre-assembled modules
- Compliant with current drinking water regulations
- Compact dimensions
- Optionally available with a circulation pump (possible to retrofit at a later stage)

Advantages for owners
- Fresh, hygienically clean hot water at all times
- Integrated high-efficiency circulation pumps (energy label A) for low power consumption
- Fast tap flow (up to 130 l/min) thanks to cascading

Technical specifications
Tap flow rates: Mini 30 l/min, Midi 50 l/min, Maxi 67 l/min

Advantages for trade partners
- Easy and quick installation
- Possible to use all standard boiler makes
- Base rails make installation easier
- Long test intervals thanks to access openings which make system easy to service
- Boiler doors can be optionally opened to the left or right.

Advantages for owners
- No operational limitations thanks to design for full load in continuous operation
- Short installation times and maintenance intervals
- Low-stress design
- No refractory lining
- Low operating costs thanks to integrated Economiser

Technical specifications
- High-pressure steam boiler
- 1 to 6.4 t/h
- Up to 16 bar
- Degree of efficiency: 92 % (with Economiser)
Becoming a full-service provider in refrigeration technology

Takeover of the Finnish Norpe Group

Viessmann Kältetechnik GmbH, European market leader and important manufacturer of temperature-controlled rooms for commerce and industry, has been part of the Viessmann Group since 2012. The acquisition takes into account the trend for heating and cooling technologies to merge. Moreover, it opens up additional market potential in countries where local climate conditions mean that a heating system is of low importance.

The acquisition of the Finnish Norpe Group, market leader for refrigeration units in Scandinavia, signifies another important step on the way to becoming a full-service provider for refrigeration technology, too.

Efficiency in refrigeration technology
Just as with heating technology, Viessmann is once again pursuing the goal of constantly raising energy efficiency and so at the same time reducing operating costs.

Pooling competence
Norpe’s highly efficient and innovative products and their knowhow, along with the large international distribution network of the Viessmann Group, open up new perspectives for maximizing potential in the promising future market for cooling technology.

The customers will be the main beneficiaries when know-how from both companies is pooled. In future, a single source will provide heating, cooling and air-conditioning systems with individually adapted energy management services.

The Norpe Group
Norpe is among the leading European manufacturers of innovative commercial cooling systems. The company was founded in Porvoo in 1953 and in the last 60 years has played a leading part in shaping refrigeration engineering in the food retail industry. In the course of the last ten years, more than 200,000 meters of refrigeration and freezing cabinets with central cooling units and 100,000 plug-in models were produced in the Norpe plant, 50 kilometers northeast of Helsinki. Last year, the company achieved a turnover of more than 130 million euros, 80 percent of which came from abroad. The company employs 450 staff in Finland, Sweden, Norway, Germany, Poland, and Estonia as well as at sites in Lithuania and Russia.

Innovative commercial refrigeration systems for the food retail industry are a specialty of the Norpe Group.
Major contribution to the success of the sustainable energy era

Viessmann and Panasonic introduce PEM fuel cell for single- and two-family homes

Viessmann and Panasonic presented in Berlin an innovative, high-efficiency combined heat and power generation system (CHP) that uses fuel cell technology. Prof. Dr. Martin Viessmann, Kazuhiro Tsuga, President of Panasonic Corporation, and the Japanese Ambassador, Takeshi Nakane, took part in the event at the Japanese Embassy.

The fuel cell heating system presented on this occasion is the first for single- and two-family homes in Europe to use PEM technology. The system for simultaneous generation of heat and electricity will be sold in Germany by Viessmann, starting in April 2014.

First PEM fuel cell for single- and two-family homes in Europe

Aiming at an integrated system adapted for European markets, Panasonic and Viessmann have set up a joint development agreement. Panasonic was responsible for developing the fuel cell unit (polymer electrolyte membrane or PEM). This is a Japanese product, while the unit with the gas peak load boiler and the hydraulic connection was developed by Viessmann. Viessmann was also responsible for the integration of the complete system.

High overall efficiency with low CO2 emissions

Highly efficient system solutions for combined heat and power generation are becoming more important in view of the increasing decentralization of the energy supply. Combined with intelligent electricity distribution (smart grids), they can contribute significantly towards relieving the power grids. Micro CHP systems can gain access to the whole domain of single- and two-family homes only on the basis of fuel cell technology. When CO2 emissions from the PEM fuel cell heating system are compared with those from separately-generated heat and electricity, the measurements are about 50 percent lower. Overall efficiency is more than twice as high as in conventional power generation. This shows how the fuel-cell-based micro CHP systems not only protect environment and climate but also improve energy efficiency, making a significant contribution to the success of the sustainable energy era.
The second biogas plant at Viessmann’s company’s headquarters in Allendorf (Eder) was inaugurated in a ceremony attended by Hesse’s Environment Minister, Lucia Puttrich, Vice President of the Farmers’ Association in Hesse, Heinrich Heidel (Member of the State Parliament), and numerous other guests from political and industrial circles.

Major contribution to the success of the sustainable energy era
In his welcome address, Prof. Dr. Martin Viessmann reminded guests that the company’s flagship project for improved efficiency, carried out at company headquarters, had already proved that the ambitious energy and climate policy targets laid down by the federal German government for 2050 are achievable even today. “The new biogas plant not only is a further milestone in our sustainability project for improved efficiency”, said the entrepreneur. “It is also a contribution to the improved use of renewable energy and to the success of the sustainable energy era.”

The Minister for Environment, Energy, Agriculture and Consumer Protection in Hesse, Lucia Puttrich, emphasized in her speech the significance of biogas as a fuel source: “I am pleased to say that the construction of large biogas plants that feed into the natural gas grid has gained impetus in the last few years. By feeding the biomethane into the public gas grid, it is possible to use it to create electricity and heat wherever there is a gas connection. This opens up great potential for the success of the sustainable energy era”, said the Minister. “We will therefore bring in further measures to support the use of the premium product biomethane in energy production in Hesse.”

High degree of flexibility with regard to raw materials
Unlike the first biogas plant that started up three years ago, the new plant is a wet fermentation plant from the Viessmann subsidiary Schmack. It is based on a fermentation concept that permits a high degree of flexibility with regard to raw materials.

For instance, there is a plan to reduce the proportion of corn as a substrate in favor of grass, whole plant silage and cow manure. The Frankenberg Machinery Ring, a long-standing cooperative partner, supplies around 15,000 tonnes of substrate annually.

Raw biogas is upgraded to natural gas quality
The raw biogas generated from the substrate is upgraded to natural gas quality so that the public natural gas grid can be used for storage and transport
The second biogas plant at the Viessmann company headquarters in Allendorf (Eder) was inaugurated in August.

The start button for operations at the new biogas plant was pressed by (from left): Heinrich Heidel (Member of State Assembly and Vice President of the Farmers’ Association in Hesse), Allendorf’s Mayor Claus Junghenn, Prof. Dr. Martin Viessmann, Annette Viessmann, Minister Lucia Puttrich, Horst Seide (President of the German Biogas Association).

to the consumers. This illustrates one possibility for generating and using biogas in an economic manner even when there is not a sufficiently large heat sink in the immediate vicinity.

Electricity for 1,650 households and heating for 370 households

The new plant was erected with an investment volume of 7 million euros and it generates 1.5 million cubic meters of biogas per year. That is enough to supply 1,650 households with electricity and 370 households with heating. Alongside its function in supplying energy, the plant is also utilized as a research and development facility with the aim of advancing the “power to gas” concept and testing it out in an industrial setting. Surplus electricity from the volatile wind and solar generation processes is transformed through electrolysis into hydrogen, and then in the second stage into synthetic methane, before it is fed into the natural gas grid. This is an important step towards solving the problem of storing renewable energy.

A physical process with a very low energy demand

The plant uses the physical process of pressure swing adsorption in its latest stage of development to treat the gas. This process works with particularly low pressures and therefore has an extraordinarily low energy demand. Furthermore, there is a plan to build an electrolyzer for the production of hydrogen, which will be methanized in a new kind of micro-biological process. The utilities company E.ON Mitte has already built a feeder station to interface with the natural gas grid.
Sustainable new building with innovative heating technology

Schnepf Planning Group for Energy Technology are focusing on efficiency and renewable energy in their new administration building

Klaus Schnepf, owner of the Schnepf Planning Group for Energy Technology, believes in recognizing the challenges of scarce resources and climate protection, taking them on, and seeking solutions that lead to the use of renewable energy. The business entrepreneur from Nagold also has the following to say: "I would just like to make my own modest contribution to the success of the sustainable energy era."

This business entrepreneur has set up one milestone just in time for his 65th birthday: The inauguration of the new administration building, which is equipped with innovative heating technology from Viessmann. An ice storage system supplies all the energy that a heat pump uses to heat and cool the new two-story building in the course of one year.

Environment Minister present at inauguration ceremony
More than 140 guests from business and political circles attended the inauguration ceremony in Nagold. The new company headquarters has been built in the Wolfsberg hill industrial park. Schnepf has a reputation as a pioneer for environmental and climate protection issues. His flagship project even aroused a lot of interest in Berlin, with the result that Federal Environment Minister Peter Altmaier found his way to the Black Forest region to honor Schnepf’s achievements in the development and implementation of renewable energy.

Altmaier’s cabinet colleague, Hans-Joachim Fuchtel, State Secretary in the Ministry for Labor and Federal Parliamentary Representative in the Calw/Freudenstadt constituency, added that the Schnepf group was helping to turn Nagold into an important center for energy technology. Klaus Schnepf explained to his guests the details of the new administration building’s technology.

Heat pump system with ice storage cylinder
The whole building is heated and cooled with an underground solar ice storage system of around 400 m³ capacity, using high-efficiency heat pumps from Viessmann. It is important in such a modern office building to cover heating as well as a corresponding cooling demand.

This can be achieved efficiently and economically with an ice storage system. During the heating period, heating energy is taken from the water in the cylinder. At the end of the winter,
the water is frozen and is available for cooling purposes until the end of the summer. The modern office building is equipped with an ice storage cylinder and the solar air absorber which goes with it as the heat source for the Vitocal 350-G Pro heat pump from Viessmann. Alongside this equipment, a Viessmann photovoltaic system and a concrete core activation system by Uponorm are used for heating and cooling purposes. A sophisticated control system ensures optimal usage and good room conditions.

Planning efficient buildings for a wide variety of industries
The rapid expansion of the business, particularly with the increase in orders from abroad, had made the new building a matter of urgency, said Schnepf. The administration building opened in 1981 is unable to keep pace with today’s requirements. The number of employees will rise to 50 and the building offers space for further expansion. 75 to 80 percent of the turnover is made by the company within Europe, and the remaining 20 to 25 percent in Asian countries such as China, Malaysia or Vietnam.

The broader range of services as well as the growing internationalization of the business made the new building necessary. Along with the services already offered, the company will also offer planning in the sectors of electrical technology, fire protection and building simulation. Schnepf’s customers can be found in many different industrial sectors, for example, the pharmaceutical industry, in medium-sized businesses or in local government. This planning company is offered commissions by districts and cities throughout Germany relating to the construction or modernization of hospitals.

Resource protection contributes to the sustainable energy era
The new administration building represents the Schnepf Group’s own flagship project for sustainable construction. This is a matter of course for the engineer, who wants to challenge local government on matters of resource and climate protection in the same way as he does his peers: Everyone is required to make a contribution to the sustainable energy era.

He has surrounded himself with a committed team of young, competent and enthusiastic engineers. He picked out two experts from within the team to be his successors. Alexander Schädel and Alexander Schillsott have worked together for four years as Executive Partners in close cooperation with the company owner, who is proud of having pursued his own career goals. After leaving school and completing a trade apprenticeship, he achieved the status of master tradesman. He followed that by studying supply engineering at a technical university. When, in the course of the inauguration ceremony, he was invited by Environment Minister Altmaier to join a panel of experts in Berlin, it was for Schnepf “the ultimate accolade.” Yet Klaus Schnepf has also developed new ideas for this occasion, too: The Nagold-based planning experts would like to supply all German embassies throughout the world with renewable energy and thus market the sustainable energy era as a significant export.
World Cups 2013/2014

Fans don’t have to wait until the Olympics to enjoy action-packed competitions.

Winter sports fans around the world have already circled the period from February 7 to 23, 2014 in red on their calendars. The Olympic Games in Sochi, Russia, are the highlight of this season. However, even before then a number of exciting decisions are on the agenda in the World Cup competitions. The athletes competing in the biathlon, ski jumping, Nordic combined, cross-country skiing, and luge disciplines will all be hoping that their performances will qualify them for the undisputed highlight of the season by the Black Sea.

Luge: early start of season
The Viessmann Luge World Cup started as early as November 16 and 17 in Lillehammer (Norway). After that, Olympic Champions Tatjana Hübner and Felix Loch, the current double-seater World Champions
Tobias Wendl/Tobias Arlt, and the up-and-coming Aileen Frisch from the Viessmann Team will be competing in eight World Cups before the Olympics begin.

Bobsleigh: Viessmann is the main and title sponsor
The Bobsleigh World Cup will comprise seven competition dates presented by Viessmann as the main and title sponsor in this season. The young German team is already showing great promise of winning. German national coach and Viessmann brand ambassador Christoph Langen quickly led the team to the upper echelons of global competition following the withdrawal of pilot extraordinaire André Lange and the resulting change in generation in 2010.

Ski jumping: Olympic trial run in Willingen
The schedule for the coming season encompasses no less than 22 Viessmann Ski Jumping World Cups for men and 10 for women. The circuit officially started on November 23 in Klingenthal, the trial run for the Olympics for Richard Freitag, Karl Geiger, Andreas Wank, and Andreas Wellinger from the Viessmann Team will take place in Willingen on February 1 and 2, 2014.

Presenting sponsor in the biathlon
Viessmann will be appearing as the presenting sponsor at the nine events of the Biathlon World Cup. Highlights for the athletes from the Viessmann Team, comprising among others Andrea Henkel, emerging talent Laura Dahlmeier, and Arnd Peiffer, are above all be the competitions hosted at the two German locations: Oberhof (January 3 to 5, 2014) and Ruhpolding (January 8 to 12, 2014). On November 24, the Biathlon World Cup began with the mixed relay in Östersund, Sweden.

Nordic combined: three World Cups in Germany
The Nordic combined competitors, including the Viessmann athletes Eric Frenzel, Johannes Rydzek, Björn Kircheisen, Manuel Faißt, and Tobias Haug, started one week later (November 30 to December 1, 2013) in Kuusamo (Finland) and are putting on two appearances in Germany: in Schonach (December 21-22, 2013) and in Oberstdorf (January 25-26, 2014).

Cross-Country World Cup: Tour de Ski is one of the highlights
In addition to the Olympics, the Viessmann Tour de Ski is one of the highlights of the season on the cross-country skiing calendar. In keeping with tradition, the tour started at the end of the year in Oberhof, Germany, (December 28-29, 2013). For Axel Teichmann, Tobias Angerer, Hannes Dotzler, Lennart Metz, and Hanna Kolb from the Viessmann Team it is a home game in this Olympic winter.
Emerging talents on their way to the upper echelons of global competition

The fruits of Viessmann’s support for young athletes

Supporting youth work in sports and promoting up-and-coming young athletes is a key part of Viessmann’s sport sponsoring. Since 2007, the C squad of the German Ski Association (DSV) has been sponsored as the Viessmann junior team. With this initiative, the company is thus supporting all emerging talents in the disciplines of skiing, biathlon, ski jumping, cross-country, Nordic combined, ski freestyle, and ski cross. Time and again athletes from the Viessmann junior team have made the leap to the upper echelons of global competition and enjoy the support of Viessmann as an individual sponsor. Success stories include the World Champion and overall winner of the World Cup in Nordic combined, Eric Frenzel, and ski jumping star Richard Freitag. In this season, young talented athletes from the junior team again have the opportunity to establish themselves among the seniors in all ski disciplines.

Biathlon

In biathlon, two young hopefuls bursting with talent are in the starting blocks with 19-year-old Franziska Preuß and 20-year-old Laura Dahlmeier. Both of them have already chalked up the title of Junior World Champion. Experts are confident they will enjoy an equally successful career as Andrea Henkel, one of the most successful female German biathletes with no less than two Olympic gold medals and a total of eight World Championship titles. The “grande dame” of the German biathlon will be ending her active career after the Olympic Winter Games 2014 in Sochi, Russia.

Cross-country and ski jumping

In cross-country, the up-and-coming Hannes Dotzler is poised as the potential successor for Axel Teichmann and Tobias Angerer. Among the ski jumpers three young athletes are also making everyone sit up and take notice. With 18-year-old Andreas Wellinger, the German national coach Werner Schuster has an exceptionally talented young contender up his sleeve who won the summer Grand Prix in 2013. Andreas Wank (25), Richard Freitag (22), and Karl Geiger (20) also have their best years as ski jumpers ahead of them.

Nordic combined

Showing great promise, Manuel Faust is the name of Germany’s emerging talent in Nordic combined. The three-times Junior World Champion was picked from the junior team for individual sponsoring by Viessmann and is ready to give the established athletes Eric Frenzel and Björn Kircheisen a run for their money.
Ski jumping: German women and men heading for new heights?

Having tasted success in the summer Grand Prix, they are hungry for more

This year’s summer Ski Jumping Grand Prix was dominated by the German starters. After victories in Wisla (Poland), Courchevel (France), and Klingenthal (Germany), the exceptionally talented 18-year-old Andreas Wellinger from the Viessmann junior team was crowned the overall winner. With a win for Richard Freitag in Hinterzarten, Germany, another ski jumper from the Viessmann team came out victorious.

Sights set on the Olympics
With the successes of the summer Grand Prix under their belt, the German ski jumpers are not only concentrating on the World Cup season, but also have their sights firmly set on the Olympic Winter Games, which will take place from February 7 to 23, 2014 in Sochi, Russia. “That is our focus,” said Andreas Wellinger. Andreas Wank added: “There are still a few things we have to work on, and winter is no longer far away. Ahead of us lies an Olympic season and we want to present ourselves in top shape.”

The women’s ski jumping team representing Germany has been sponsored by Viessmann for two years now. In Sochi, the female ski jumpers will be celebrating their Olympic debut.

Viessmann improves heating at the Kienbaum Federal Training Center

100,000 euros of energy savings per year

Thanks to the establishment of the Kienbaum Federal Training Center, Germany has a unique training facility at its disposal. Here, world-class athletes from a wide range of disciplines – e.g. track and field, gymnastics, canoeing, judo, archery, triathlon, disabled sports, speed skating, and basketball – prepare themselves for the highlights of their competitive season.

Efficient combined heat and power generation
The new energy center was commissioned in summer 2013. In the first boiler house, a Vitobloc 200 CHP unit with an output of 140 kWel and 207 kWth is in operation as well as two gas-fired Vitoplex 200s (1,100 and 1,950 kW). The centerpiece of the second boiler house is a Vitobloc 200 (20 kWel, 39 kWth). Two Vitoplex 200s have additionally been installed (700 and 560 kW). The generated electricity is directly used to power the sports facility, which means that the new system has made the Federal Training Center more independent from external electricity suppliers.

Benefits for the environment and the operator
It is not only the environment but also the operator that benefit from the new energy center: 28,000 euros in additional outlay for gas are more than offset by the 128,000 euros of electricity savings. The effective savings thus amount to 100,000 euros.
Accessories for sports fans and gifts from the Viessmann Selection

Support your favorite athlete and sports event with pride!

Even among spectators the Viessmann ‘Vitorange’ color has been a familiar sight at winter sports events for many years. That’s because true fans like to identify themselves with their idols. Show your colors with the accessories for sports fans from the Selection winter catalog 2013/2014.

**DSV hats**

Our successful athletes and coaches from the Viessmann Team wear knitted Adidas hats featuring the DSV logo and sponsor logos. Made from a blend of pure new wool and acrylic fibers, the hat fits perfectly on every head. An extra fleece inlay around the hat additionally protects your ears and forehead from the cold.

**DSV racing hat**

This warm and breathable headgear is made from high quality functional polyester and is worn by our cross country stars during competitions. The textured inner lining gives you a pleasantly cozy feeling, fitting comfortably on any head. Ideal for jogging, hiking in the snow or cross-country skiing.

**Fan scarf**

A colorful fan scarf with a photo of your favorite athlete is your essential companion for the winter sport season. Not only will it keep you comfortably warm, you can also show the world who your favorite athlete is – there’s no overlooking your dedication with the bright orange color. And as you’re cheering your favorite athlete on to victory, your scarf will bring you a little closer to your idol and the occasional tears of joy will be no problem thanks to the easy-to-clean material.

**Biathlon shirt**

Pledge your allegiance to your favorite sporting event. Embazoned with the start number patch stitched on the left arm and simultaneously featuring the Viessmann patch and the biathlon print on the chest, this shirt is both sporty and fashionable. Made from soft, 100 % combed cotton piqué, the high quality material guarantees total comfort. You’ll also love the fine details: for example, the handy snap-fastener on the top collar to keep out the cold and the fashionable side slits off-set in orange at the bottom, allowing the shirt to be worn casually untucked.
Viessmann selection

Biathlon backpack
The original biathlon backpack looks a little like rifle bag and is exclusive to the Viessmann Selection. The large volume gives you plenty of space for everything that a fan needs to bring along. The sun doesn’t shine at every World Cup and a rain cover is included in the bottom compartment just in case. And thanks to the padded back support, you’ll be pain-free even after hours of standing in the stadium. Outside the biathlon arena the backpack is also the perfect companion. A tennis racket easily fits inside and two zip fasteners make stowing things away even easier.

Gifts from the Viessmann Selection
Are you on the lookout for stylish, high quality gifts for your family and friends? How about timeless elegance from Bogner or a mini HD camera to capture those exciting action moments?

Bogner functional shirts for men and women
Kitted out in functional shirts from Bogner, you’ll always look great both on or off the slopes. Not to mention Bogner’s unique quality, the outstanding wearing comfort and pleasant body temperature thanks to soft and elastic Interlock Meryl fibers. The reflective side stripes and lettering provide additional safety and style. Elastic cuffs and hems ensure you’ll always look in shape and guarantee a perfect fit.

GoPro HD camera Hero 3 Silver Edition
The HD camera technology from the American manufacturer GoPro is always the first choice among extreme sports athletes, adventurers, and expedition travelers. The Hero 3 is the top of the line. Whether you’re on a spectacular ski run or an exciting mountain bike tour, with this camera you’ll capture all of those thrilling moments and can share them with others. The images are crystal clear and the audio quality is excellent. Thanks to the built-in WiFi function, you can also operate it wirelessly or via an app. The camera comes equipped with a waterproof case for depths of up to 60 meters, a lithium ion rechargeable battery, a USB cable, and a set of clips and straps.

Viessmann Selection winter catalog 2013/14
Visit our online shop at www.viessmann-selection.de or request the current catalog:

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NEW
Helmet camera

NEW
Women’s functional shirt

NEW
Men’s functional shirt
At the national and state elections on 22 September, some 3.2 million citizens of the state of Hesse seized their chance to vote and to shape the future of our state. It was a great day for our democracy.

Hesse is a state of opportunities. Today, there are more people in regular employment than ever before. For the third year running, our growth rates are above the German national average. Indeed, North Hesse is one of the most dynamic regions in Germany. Hesse must remain stable. That is what the citizens want. That is what the economy needs. I would therefore like to reach out to all groups in our society: Let’s work together to shape our future!

Hesse can only stay strong if our companies are strong – just like Viessmann in Allendorf. Hesse is our home, but we feel at home all over the world. This is good for the people who work here. This is good for Hesse as a business location.

The rise of Viessmann is one of Germany’s success stories. The third generation to head the company, Dr. Martin Viessmann has extended the company’s history, adding a multitude of new chapters – many of them on an international level. I would like to belatedly offer him my warmest congratulations on his 60th birthday.

Dr. Viessmann has been involved in all major decisions concerning economic policy in North and Middle Hesse in recent years. In particular, his longstanding commitment as President of the Kassel-Marburg Chamber of Commerce and Industry comes to mind, or his collaboration in the Hesse sustainability strategy. Together, we have demonstrated that ecology and economy are not mutually exclusive – they go hand in hand.

I would also like to recollect Dr. Viessmann’s considerable dedication to international research and exchange programs, including programs with our US-American partner region Wisconsin.

As an entrepreneur and patron of the economy and the arts, Dr. Martin Viessmann has left his mark in many ways over the past years. For this reason, the Government of the state of Hesse has decided to award Dr. Martin Viessmann with the honorary title of “Professor”.

Professor and profit, those two words go together. Hesse shall profit from this professorship in the most positive way – in the economy, in the sciences and in the communities. This is my personal wish. I hope this title will be an incentive for Prof. Dr. Viessmann to continue his services to our state and its people for many years to come. Professor Viessmann, I wish you all the very best!